

## Message Text

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ACTION EB-07

INFO OCT-01 AF-06 IO-11 ISO-00 FEA-01 AGR-05 CEA-01

CIAE-00 COME-00 DODE-00 FRB-03 H-02 INR-07 INT-05

L-03 LAB-04 NSAE-00 NSC-05 PA-01 AID-05 CIEP-01 SS-15

STR-04 TAR-01 TRSE-00 USIA-06 PRS-01 SP-02 OMB-01

XMB-02 OPIC-03 /103 W

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R 061606Z JAN 76

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 2698

INFO USDEL MTN GENEVA

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EO 11652: N/A

TAGS: ETRD, MTN, NI

SUBJECT: MTN: TROPICAL PRODUCTS NEGOTIATIONS - DETERMINA

REF: STATE 287116

1. EMBASSY DOES NOT BELIEVE U.S. EXPORTS TO NIGERIA HAVE BEEN CURTAILED TO ANY SIGNIFICANT DEGREE BY HIGH NIGERIAN TARIFFS OR BY NON-TARIFF-BARRIERS. REFTEL REQUESTS ASSESSMENT NOT ONLY OF FMG VIEWS RE LOWERING OF TARIFFS BUT OF STRENGTH OF DOMESTIC INDUSTRY AND PROTECTIONIST ELEMENTS WHICH WOULD OPPOSE A CHANGE. IT SHOULD BE NOTED THAT WHILE PROTECTION IS A FUNCTION OF NIGERIAN TARIFF SYSTEM, MOST OF THE INDUSTRIES PROTECTED ARE NOT THOSE IN WHICH PARTICULARLY STRONG U.S. EXPORT COMPETITION HAS BEEN NOTED. (MAXIMIZING GOVERNMENT REVENUE, PREVIOUSLY THE MAIN FUNCTION OF THE TARIFF SYSTEM, HAS DWINDLED IN IMPORTANCE WITH THE GROWTH OF OIL REVENUES.) MOREOVER, AS PART OF GOVERNMENT'S ANTI-INFLATION EFFORTS TARIFFS HAVE BEEN LOWERED ACROSS THE BOARD IN EACH OF LAST THREE YEARS AND PROBABLY WILL BE REDUCED AGAIN ON APRIL 1 WHEN NEW BUDGET IS BEING UNVEILED. ADMITTEDLY SOME TARIFFS ARE STILL

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EXCESSIVE BUT IT IS DOUBTFUL THAT LOWERING THEM WOULD HAVE MORE

THAN MARGINAL EFFECT ON U.S. EXPORTS. SIMILARLY, WE ARE AWARE OF NO NTB'S WHICH HAVE DISADVANTAGED U.S. EXPORTS TO NIGERIA. IMPORT LICENSES ARE REQUIRED FOR ONLY A VERY SMALL NUMBER OF ARTICLES AND THERE ARE NO EXCESSIVELY STRINGENT HEALTH OR PACKAGING REQUIREMENTS WHICH SERVE AS BARRIER TO IMPORTS OF U.S. GOODS. FOREGOING IS BORNE OUT BY FACT THAT SEVERAL EMBOFFS WHO HAVE BEEN AT POST BETWEEN ONE AND TWO YEARS CAN RECALL NO INSTANCE IN WHICH EITHER LOCAL IMPORTER OR U.S. EXPORTER COMPLAINED THAT TARIFFS OR NTB'S WERE KEEPING U.S. EXPORTS TO NIGERIA ARTIFICALLY LOW.

2. WHILE EMBASSY DOES NOT BELIEVE KEY TO GREATER U.S. SAELS TO NIGERIA LIES WITH LOWER NIGERIAN TARIFFS, WE RECOGNIZE USDEL'S NEED FOR BARGAINING CHIPS. TO THIS END FOLLOWING LIST OF TARIFFS WHICH WE BELIEVE ARE HIGHER THAN NECESSARY AND FOR WHICH LEGITIMATE PLEA FOR RELIEF CAN BE MADE IS SUBMITTED. LOWERING OF THESE DUTIES COULD LEAD TO STEADY, IF NOT DRAMATIC, INCREASE IN U.S. EXPORTS TO NIGERIA.

PRODUCT	TARIFF
GRAIN SORGHUM	50 PCT
BEANS (ALL VARIETIES)	40 PCT
UNMANUFACTURED	
TOBACCO	\$5.36/KG
COSMETICS	100 PCT
LUGGAGE	50 PCT
CLOTHING	40-60 PCT
GLASSWARE	20-66-TWO-THIRDS PCT
TYPEWRITERS, CLACULATORS,	
DATA PROCESSING EQUIPMENT AND	
GENERAL OFFICE MACHICSRY	
	40 PCT
EASUM	

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE AGREEMENTS, NEGOTIATIONS, TARIFFS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 JAN 1976  
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**Disposition Authority:** morefirh  
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